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# TRADE LETTER

TO THE

## Merchants and Manufacturers OF CANADA,

TREATING OF

I.

EXTENT AND VALUE OF THE TRADE WITH AUSTRALASIA.

II.

THE PORTION OF SAME DONE BY GREAT BRITAIN, THE  
UNITED STATES AND CANADA.

III.

THE ARTICLES OF OUR PRODUCE AND MANUFACTURES  
IN WHICH WE MAY NOW HOPE TO EXTEND TRADE.

IV.

THE ESTABLISHMENT OF A CANADIAN AGENCY IN AUS-  
TRALASIA, FOR THE PURPOSE OF FACILITATING  
OUR TRADE AND COMMERCE WITH  
THAT COUNTRY.

By

**ALEXANDER WOODS,**

Agent General from Canada to Australasia.

WINNIPEG.

THE MANITOBA PRINTING COMPANY, LIMITED.



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**ALEXANDER WOODS,**

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WINNIPEG:

THE MANITOBEAN PRINTING COMPANY, LIMITED.

1886.



RECEIVED

MEMORANDUM

TO THE DIRECTOR

FROM THE ASSISTANT SECRETARY

SUBJECT: [Illegible]

1. [Illegible]

2. [Illegible]

3. [Illegible]

4. [Illegible]

5. [Illegible]

*To The Merchants and Manufacturers of Canada:—*

GENTLEMEN—

The growth of manufacturing enterprises in Canada during recent years has been rapid, perhaps more so than a healthy competition on the limited home market would justify. Fortunately the energetic policy pursued in railway construction has done much to open up new fields for the settler, give employment to labor and extend the market for manufacturers.

The completion of our great trans-continental railway will still further open markets for our raw and manufactured products.

Having this in view, the Dominion Government has appointed me "Agent General from Canada to Australasia." My primary business is to develop closer commercial relations with that continent, to bring the Canadian producer and Australian importer together, to let the one know the wants of the other, to show the Australian buyer what the Canadian can sell, to advise the Canadian producer as to the styles and character of goods suitable, or which can be made suitable, to the Australian trade, to give such advice or opinion on the commercial standing of the firms proposing to do business as may be desired, so far as local knowledge may enable me; thus to assist and increase the ability of the Canadian dealer to compete for the trade and to do so with no more than the ordinary commercial risks.

With the object of more effectually accomplishing the ends in view, I propose to visit within a few weeks the principal centres of manufacturing industry throughout the country, for the purpose of meeting so many of the manufacturers as possible, placing this matter before them and asking their co-operation.

The intention is to open a Canadian office and sample warehouse in one or more of the principal cities in the Australian colonies—in the former to keep all such information about Canada as it may be possible to supply through maps, directories, commercial journals, etc.; in the latter to keep samples of such Canadian manufactures as may be adapted to that country, price lists of same in Canada, with such information as to freight and insurance as may be necessary to give the purchaser delivered prices. Many samples of the same article but by different makers, and prices of each, may be kept on hand, the purchaser making his selection. Duplicate samples of small portable wares should be sent, as local brokers will take the goods in hand with a view to making sales, in the same manner as our commercial travellers; having obtained orders they could send same direct to manufacturer, giving the usual shipping directions and any necessary references.

Samples will be the property of the consignees, subject only to the charges for freight and insurance which may have been paid by the Government. Consignments for sale cannot be received by me, but I will be happy to give such advice as may be desired as to responsible and satisfactory firms to whom consignments may be made. In fine, the object of the Canadian Agency being, as stated, to assist in the promotion of commercial intercourse between the two countries, manufacturers and traders may use it in any way which will conduce to that end.

Having thus briefly as possible pointed out the methods which will be adopted for the purpose in view, it may now be in order to inquire the extent of the trade, particularly that portion done by Great Britain, the United States and Canada, with some notes as to the class of goods in which we may hope to compete with success, and with tables giving in—

A. The exports to and imports from the United States by Australasia of domestic merchandise for the year ending June 30th, 1885.

B. The exports to and imports from Great Britain by Australasia of some of the principal articles for the year ending December 31st, 1884.

C. The exports to and imports from Canada by Australasia for the year ending June 30th, 1885.

D. The trade of each colony with Great Britain, United States and Canada, railway mileage and telegraph lines of Australia, public lands owned by the several colonies, acreage and products of the Australian wheat crop in each colony.

#### THE VALUE OF AUSTRALIAN TRADE.

Our exports to Australia have so far been insignificant. While our total exports in 1885 were \$89,238,361, of this only \$433,717 went to Australia, and of this latter only \$165,393 were manufactured goods; indeed, our total exports of manufactured goods to all countries were in the same year only \$3,181,501, not equal to the exports from mines and not half the value of the exports from our fisheries. Hence it is time that we look abroad for other markets and facilities for opening connections with them. The completion of the Canadian Pacific Railway to Vancouver and the certainty that steam communication will be at once opened with New Zealand and New South Wales opens to us a continent second to none in importance. Our geographical position is about equal to that of the United States, the lines of goods we produce are much the same as those of that country. What, then, is to prevent our obtaining a larger share of the trade? Yet, in the past year, while we shipped to Australia only \$433,717 worth of our produce, the United States shipped \$10,534,138 and Great Britain the year previous about \$134,195,000. The total



imports of the Australian Colonies—besides what may be called intercolonial—are over \$250,000,000 per annum. Certainly Canada has not done her share, and no better field is open for our enterprise.

To show the difficulties under which we have labored in the past for lack of direct communication and commercial intercourse, I may give an instance. Visiting recently a friend who is a manufacturer of tobacco in Quebec I observed some of the employees marking tobacco for Australia. Asking how this sale was made, the proprietor stated that the order came unsolicited from a firm of Boston brokers on account of a house in London, England, and was for shipment via Boston. My friend added that he was assured of more orders from same quarter, and was satisfied that a direct connection would mean a large trade in his goods. Another incident will illustrate. A paper and paper bag manufacturer of Toronto, Ont., told me the other day that his firm had exhibited in Sydney in 1879. After the exhibition an order was received from a firm in that city for about \$1,500 worth of paper bags. No reference was given or remittance sent. As this gentleman remarked, the parties were probably quite good, but they had to decline the order pending some satisfactory references, which never came, the time taken up in correspondence no doubt causing its discontinuance.

The Canadian Pacific Railway, or for more bulky and less valuable classes of merchandise sailing vessels from the St. Lawrence on the one hand, and the Canadian Agency on the other, will, it is hoped, meet such difficulties as in the cases just noted. Before leaving this part of the subject as to the comparative exports of Canada, Great Britain and the United States, I take the liberty of quoting from a trade letter on this subject written by a gentleman whose name will long be remembered by the merchants of Canada as a lucid, able and laborious student and exponent of the course of our trade, a man whom many with myself will ever remember as a kindly whole-souled friend, and whose death the past week is mourned by all who knew him—Mr. W. J. Patterson, Secretary of Montreal Board of Trade. He says, in this letter published in 1876:

"It must not be overlooked, however, that under the very general designation of 'Foreign Exports' Canada should have credit for a considerable share of the trade done directly by Great Britain and the United States, how large a proportion cannot be determined from the printed records; for instance, after the letter on Australian trade was made public, I was informed by a gentleman in the trade that two of the most extensive boot and shoe manufacturers in the city were at work upon large orders for London, the goods to be sent thence to Australia; also that assorted lots of doors and sashes, etc., besides lumber had been shipped monthly, sometimes semi-monthly, via United States ports for same destination."

One other extract I make from this letter wherein Mr. Patterson makes a practical suggestion foreshadowing something approaching to the plan now adopted by the Dominion Government as indicated in these pages:

"Perhaps the most effective way to tap the commerce of the Australian Colonies would be, in the first instance, to establish a Canadian Ventures Association for promoting



"trade with Australia; the lines of merchandise mentioned in the tables indicate with sufficient clearness who might be the venturers, were a thorough business man, one personally conversant with the trade interests of the Colonies, appointed to act as agent for such a body of men, each assisting to meet the requirements of the people there. He could give special attention to the interests of the members of the Association and generally do much to extend the commercial relations of Canada in that far-off region."

It will be seen that the progressive and enlightened policy shown by the Dominion Government in this matter, together with the intelligent and enterprising spirit of the Canadian Pacific Railway which will be in a position to offer freight inducements of a satisfactory character, will go far to give without cost, the Canadian merchant and manufacturer all and much more than all the advantages contemplated by the suggested "Venturers' Association."

#### SOME LINES OF MERCHANDISE AVAILABLE FOR EXPORT.

##### *Agricultural Implements :—*

Our shipments to Australia in 1885 as per trade and navigation returns, were of the extravagant value of \$256, while that of the United States for the same period was \$244,310. In 1876 the latter was \$59,025.

Australia offers an ever-widening market for goods of this description and such only as are the best of their kinds. Among others may be noted reapers, mowers and binders, seeders, threshers, hay cutters, corn planters, hay rakes, plows, harrows, straw cutters, etc.

##### *Ashes, Pot and Pearl :—*

Shipments from United States.....	\$ 40,273
" " Great Britain not specified.	

These figures are for 1885, as are also the others following so far as they relate to the United States and Canada; for Great Britain they deal with 1884 which are the latest accessible returns.

##### *Apples :—*

Shipments from United States—Dried, value, \$80,028; Green, 9,861 barrels, value, \$37,246.

##### *Blacking :—*

Shipments from United States.....	\$ 25,263
" " Great Britain not specified.	

##### *Books, Maps, Engraving and other printed matter :—*

Shipments from United States.....	\$ 124,940
" " Great Britain.....	1,005,000
" " Canada.....	84,591

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Clover

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Cotton  
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*Boots and Shoes—Rubber Goods :—*

Shipments from United States.....	\$ 48,422
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*Boots and Shoes—Leather :—*

Shipments from United States.....	\$ 367
“ “ Great Britain.....	3,665,000

How is it that the latter country has such a monopoly of this trade ? The Province of Quebec has made immense strides in the industry Is the secret in the fact of non-intercourse with Australia, or in our not adapting our goods to the needs or taste of a country so English in its habits ? The course of this trade is the more striking when we remember that the past three years have seen a large increase in the export by us of sole and upper leather, which last year was about \$500,000 for the most part to England, and about double what it was in 1884. Do we send the raw material to England for manufacture because we know so little of, and have had so little communication with the countries where these goods are sold ? But besides sending our leather to England, it is a curious fact that we send to that country large quantities of boots and shoes, some of which possibly go to make up their exports to Australia. A leading boot and shoe firm of Montreal has for the past ten years sent one of their travellers regularly twice a year to England and Germany to solicit orders for their manufactures, it is to be presumed with success, or it is fair to suppose that otherwise, the route would be abandoned.

*Beer and Ale :—*

Shipments by Great Britain.....	\$5,520,000
“ United States .....	74,385

*Carriages and Horse Carts, also parts :—*

Shipments by United States .....	\$ 388,331
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Canada should be able to compete in this line with profit.

*Casings for Sausages :—*

Shipments by United States .....	\$ 90,633
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*Cordage and Twine :—*

Shipments by United States .....	\$ 26,138
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*Clover Seed :—*

Shipments by United States .....	\$ 31,198
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*Cotton Manufactured Goods :—*

Shipments by Great Britain .....	\$9,260,000
“ United States .....	66,677

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*Oils :—*

Shipments by the United States—Lard .....	\$ 12,201
“ “ “ “ Whale and fish ....	51,664
“ “ “ “ Naphtha .....	30,233
“ “ “ “ Illuminating.....	912,986
“ “ “ “ Lubricating .....	39,587
	<hr/>
	\$1,046,671

Canada has had so far no share in this important trade, though I am assured by a manufacturer from Petrolea that 45,000 bbls. of lubricating oil are annually exported from Canada to the United States.

Seed oil was exported to Australia by England in the year 1884 to the value of \$540,000.

*Railway Cars, Passenger and Freight :—*

Shipments from United States in 1885 ..... \$ 86,514

None from Canada that year. In 1884 \$50,000 worth of freight cars were purchased and shipped from London, Ontario, with satisfaction to all the parties concerned.

*Roofing Slate :—*

Shipments from United States..... \$ 44,950

*Refined Sugar :—*

Shipments from United States..... \$ 601,568

*Saws and Tools :—*

Shipments from United States..... \$ 360,879

*Scales and Balances :—*

Shipments from United States..... \$ 14,532

*Sewing Machines :—*

Shipments from United States.....	\$ 129,524
“ “ “ “ Canada.....	31

*Stoves, Ranges and Parts :—*

Shipments from United States..... \$ 45,019

*Tin—Manufactures of :—*

Shipments from United States..... \$ 9,382



*Tobacco:—**Shipments from United States:—*

Cigars.....	\$ 8,012
Cigarettes.....	104,561
And other manufactured.....	931,561
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	\$1,044,134

*Trunks and Valises:—*

Shipments from United States.....	\$ 19,010
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*Vegetables:—**Shipments from United States—*

Onions .....	\$ 5,848
Peas .....	1,009
Canned vegetables.....	8,443
	<hr/>
	\$ 14,300

*Vessels:—*

Shipments from United States—sailing vessels, 1,157 tons, value.....	\$ 14,600
Shipments from Canada .....	31,000

*Wood—Manufactures of:—**Shipments from United States—*

Boards, deals and planks, .....	\$ 840,132
Joist, lath, paling, box-shooks, etc.....	83,967
Doors, sashes and blinds, .....	156,516
Mouldings, trimmings and other house finishings	62,071
Household furniture and other wooden ware....	622,100
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	\$1,764,786

*Shipments from Canada—*

Planks.....	\$ 155,036
Other lumber, .....	31,976
Doors and sashes,.....	1,300
	<hr/>
	\$ 188,312

For further information as to exports to Australia by the several countries noted, the tables on pages 13 to 20 may be consulted. Besides the goods appearing in the customs returns as sent to the Colonies, there can be no doubt that they offer a tempting market for some of the grains and other produce of our Northwest Provinces.

*Oats:—*

Oats might be quoted in this category. The ruling value in Australia is from 62c. to 75c. per bushel. Oatmeal is about \$4.50 per cwt.; 20 cents per bushel will land oats from Manitoba to the Pacific Coast via Canada Pacific Railway. Vessel room will be about 10 cents per bushel to Sydney or Melbourne, low enough to leave a good margin on prevailing prices here.

*Butter:—*

Ruling price in Australia 25 cents for pastry up to 50 cents for good. The course of trade in this article in the past, and the course it is destined to take in the future, is a striking illustration of the wisdom of pushing through our Canadian trunk line to the Pacific, and how greatly our farming community is interested in its completion, particularly the farmers of the Northwest. British export tables are so lacking in details that many articles are grouped under general heads; thus no figures are given for showing exports of butter to Australia; none appears to go from the United States, the home market in New York, Boston or San Francisco keeping the price too high for profitable export. The bulk of what is consumed in the Colonies thus comes from Great Britain and Ireland. The dairy product of the Northwest will this year more than supply the local demand but without railway connection with the Pacific the exports must go east to Montreal, thence to Liverpool or London, thence to Australia. Winnipeg is as near and freight will be as low to Vancouver as to Montreal. Our shippers can save time, freight and the charges of middle men by shipping on through Bill of Lading to Australia, and there find for this and many of our products such a market as will add value to every acre of arable land in the Northwest. Tin-lined tubs for butter are now being largely sold. A few cents per package will solder a tin lining inside the cover and give such a package as containing the excellent article usually produced by our dairies, will compete on the markets of the Orient with butter from the Green Isle, which usually sells at the highest price. The prevailing price in Manitoba is from 15c. to 20c. The possibilities of trade in this article are undeniable.

*Eggs:—*

These sell at 2 shillings or 50 cents per dozen, and other produce which need not here be detailed cannot fail to give freight to our national highway a market to our farmers, and prove to the latter that after all a through road to the Pacific is a greater boon to the prairie section than they anticipated.

*Return Freights:—*

Our imports from Australia have so far been practically nil, hence return cargoes for vessels which may take out freight from the St. Lawrence cannot be counted on. The exports by Australia are in the

main hides and skins, gums and gum resins, tin, in bar, block, pigs or granulated, opium, coal, wheat, meat, copper ore, tallow, gold and the great staple wool. No doubt a direct trade of some importance may be done in the last mentioned article, but for the bulk of such goods England is the market; yet even this disadvantage to sea-going freight is not serious. The usual course is for United States or Canadian vessels, when discharged, to proceed to Newcastle, New South Wales, for coal for China, California, or other countries, or to England with other staple products of the country, taking a freight for this continent from there. The United States in this respect have to contend with like difficulties, and it is noteworthy that while the exports from the United States to Australia in 1885 were \$10,534,138, they were only \$3,884,866 in 1876, and \$9,225,450 in 1884, an increase during the year 1885 of \$1,308,679. At the same time the imports by the United States from Australia in 1884 were \$4,373,465, and in 1885 \$2,823,393, or a decrease of \$1,550,072 in the last year; we thus see that the United States sell to Australia over four times as much as they purchase. We need have no fear but that Canada can make an equal record to this; once our intercourse and knowledge of its products enable our merchants to purchase intelligently our imports will bear a fair proportion to our exports.

I will now bring this letter to a close, hoping that I have shown with something like conclusiveness:—

1st. That the magnitude of the trade with the Antipodes, of which so large a share is done by Great Britain and the United States in articles which we can produce to advantage, presents an extraordinary field for our merchants and manufacturers.

2nd. That the steps taken by the Dominion Government to facilitate our trade relations with that continent are businesslike and praiseworthy, meriting the support and co-operation of the classes named.

3rd. That many of the products of our farms, our fisheries and our factories, by our taking advantage of the facilities now offered, may find a natural and continually increasing market which will tend to the prosperity of all.

Hoping that our all-powerful friend, the press, will aid in my work by bringing the subject of this letter prominently before the public, so that when visiting the many manufacturing districts to seek the co-operation required, I may meet gentlemen already conversant with the matter and ready to fall in with the suggestions herein contained.

I am, gentlemen, yours respectfully,

A. WOODS,

*Agent-General from Canada to Australasia.*

WINNIPEG, 24TH JUNE, 1886.

TABLE A.

Exports of Domestic Merchandise by the United States to Australasia for the year ending June 30th, 1885, and imports by the United States from Australasia of goods, the produce of the latter, for the same period.

EXPORTS TO AUSTRALASIA.		IMPORTS FROM AUSTRALASIA.	
	Value.		Value.
Agricultural Implements,—		Dye woods in sticks.....	18,239
Mowers, Reapers and parts	131,261	Gums and gum resins.....	867,123
Plows, Cultivators and parts	5,917	Hides and skins.....	29,787
Other parts not specified..	107,132	Medicinal seeds.....	3,690
Horses.....	1,500	Tin,—in bar, block, pigs or	
Other animals and fowls....	300	granulated.....	464,184
Works of art, paintings, etc.	3,822	Wheat.....	1,219
Billiard and pool tables....	1,178	Opium prepared for smoking.	250,333
Blacking.....	25,263	Coal, bituminous.....	632,298
Books, maps, engraving and		Molasses.....	4,254
other printed matter.....	124,940	Wool, unmanufactured.....	491,938
Brass and manufactures of..	7,616	Carpet and other similar wools	7,858
Bread and biscuit.....	3,616		
Indian corn.....	10,585	Total direct imports to U. S..	\$2,635,231
All other bread stuffs and		Through foreign ports.....	188,162
preparations of.....	66,865		
Broom corn.....	43,930		
Brooms and brushes.....	48,422		
Carriages, horse carts and parts	388,331		
Railway cars, passenger and			
freight.....	86,514		
Casings for sausages.....	90,633		
Ashes, pot and pearl.....	2,330		
Medicines, patent and propri-			
etary.....	271,609		
Roots, herbs and barks.....	24,004		
Other drugs and medicines..	124,235		
Clocks and parts of.....	114,722		
Watches and parts of.....	1,194		
Coffee and cocoa or chocolate	1,188		
Cotton and manufactures of—			
Colored.....	3,047		
Uncolored.....	45,662		
Wearing apparel.....	6,563		
Other manufactures of.....	17,400		
Perfumery and cosmetics....	9,922		
Toys.....	12,439		
Other fancy articles.....	27,539		
Fish, smoked and cured, in-			
cluding Haddock, Hake			
and Pollock.....	25,456		
Salmon, canned.....	12,292		
Fish, dried and smoked, not			
elsewhere specified.....	1,543		
Fish, pickled.....	9,135		
Shell fish—			
Oysters.....	11,043		
Other.....	23,479		
Carried forward.....	£1,886,647	Carried forward.....	\$2,823,393



TABLE A.—Continued.

EXPORTS TO AUSTRALASIA.		IMPORTS FROM AUSTRALASIA.	
	Value.		Value.
Brought forward . . . . .	1,886,647	Brought forward . . . . .	\$2,823,393
Cordage . . . . .	3,786		
Twine . . . . .	22,352		
Other hemp manufactures . .	5,200		
Apples—			
Dried . . . . .	80,028		
Green or ripe 9861 bbl . . .	37,246		
Fruits—			
Canned . . . . .	102,504		
Other green, dried or ripe fruit	5,006		
Glassware, not window . . . .	74,889		
Glucose or grape sugar . . . .	3,243		
Glue . . . . .	1,341		
Grease, scrap and soap stock	17,481		
Gunpowder . . . . .	3,785		
Other explosives . . . . .	8,841		
Hair and manufactures of . . .	5,371		
Honey . . . . .	12,091		
Hops . . . . .	25,354		
Rubber boots and shoes . . . .	10,009		
Other rubber goods . . . . .	36,051		
Ink, printer's and other . . . .	7,280		
Instruments, telegraph, tele- phone and scientific . . . . .	7,445		
Car wheels . . . . .	4,893		
Castings, not specified . . . .	17,928		
Cutlery . . . . .	1,355		
Firearms . . . . .	17,423		
Builders' hardware . . . . .	273,212		
Machinery not elsewhere specified . . . . .	576,475		
Nails and spikes . . . . .	19,073		
Printing presses and parts . . .	12,860		
Saws and tools . . . . .	360,879		
Scales and balances . . . . .	14,532		
Sewing machines and parts . . .	129,524		
Locomotives (20) . . . . .	140,000		
Stationary engines (8) . . . . .	9,205		
Boilers and parts of engines . .	5,675		
Stoves, ranges and parts . . . .	45,019		
Wire . . . . .	38,606		
Other manufactures of iron and steel . . . . .	238,783		
Manufactured jewelry, gold and silver . . . . .	17,407		
Lamps and devices for illum- inating . . . . .	73,981		
Lead and manufactures of . . . .	4,095		
Leather, buff, grain, split and upper . . . . .	147,161		
Leather, patent or enamelled	49,446		
Sole and other leather . . . . .	15,785		
Carried forward . . . . .	4,569,257	Carried forward . . . . .	\$2,823,393

TABLE A.—Continued.

EXPORTS TO AUSTRALASIA.		IMPORTS FROM AUSTRALASIA.	
	Value.		Value.
Brought forward .....	4,589,257	Brought forward .....	\$2,823,393
Boots and shoes .....	347		
Harness and saddlery .....	31,820		
Other manufactured leather ..	18,526		
Line and cement .....	27,683		
Malt liquors in bottles, 30093 dozen .....	74,385		
Marble and stone unmanufac- tured .....	1,663		
Roofing slate .....	44,950		
All other not specified ....	66,464		
Musical Instruments,—			
Organs, 2354 ....	138,918		
Pianos, 37 .....	10,863		
All others and parts of....	3,907		
Resin .....	53,338		
Tar .....	1,460		
Oils,—			
Lard .....	12,201		
Whale and fish .....	51,664		
Naphtha, including all lighter products of distillation ..	30,233		
Illuminating .....	912,968		
Lubricating and heavy par- affine .....	39,587		
Cotton-seed .....	3,203		
Volatile and essential ....	1,210		
Paints and painters colors....	30,164		
Paper—hanging, writing and envelopes .....	1,464		
Other paper .....	19,823		
Plated ware .....	130,219		
Beef, canned .....	12,306		
Hams .....	2,812		
Poultry .....	1,700		
Other meat products .....	23,052		
Quicksilver .....	4,103		
Clover seed .....	31,198		
Timothy seed .....	1,904		
All other seed .....	26,356		
Silk, manufactures of .....	2,471		
Soap—			
Toilet and fancy .....	3,296		
Other .....	2,834		
Spirits—			
Alcohol .....	2,709		
Whiskey .....	1,866		
Spirits of turpentine ....	93,027		
Starch .....	2,634		
Stationery, except paper....	10,922		
Stereotype plates .....	7,705		
Molasses .....	28,456		
Carried forward .....	6,535,688	Carried forward .....	\$2,823,393

TABLE A.—Continued.

EXPORTS TO AUSTRALASIA.		IMPORTS FROM AUSTRALASIA.	
	Value.		Value.
Brought forward.....	£6,535,688	Brought forward.....	\$2,823,393
Sugar, refined.....	601,568		
Candy and confectionery....	2,942		
Tin, manufactures of.....	9,382		
Tobacco, manufactures of—			
Leaf.....	112,593		
Cigars.....	8,012		
Cigarettes.....	104,983		
Other manufactured.....	931,561		
Trunks, valises and bags....	19,010		
Varnish.....	8,010		
Vegetables—			
Onions.....	5,848		
Peas and beans.....	1,019		
Canned.....	8,443		
Vessels, sailing.....	14,600		
Wood and manufactures of			
Boards, deals and planks .	840,132		
Joists and scantling.....	1,992		
Laths.....	15,952		
Palings, pickets and bed-slats	8,592		
Box shooks.....	4,412		
Staves and headings.....	5,395		
All other lumber.....	43,801		
Logs and other timber.....	3,823		
Doors, sash and blinds.....	156,516		
Mouldings, trimmings, and			
other house finishings....	62,071		
Household furniture.....	361,230		
Wooden ware.....	68,344		
All other manufactured wood	192,526		
Wearing apparel.....	7,374		
Total.....	£10,534,138	Total, imports by U. S.	\$2,823,393

Canadian Government,

AUSTRALIAN AGENCY,

Montreal, 14th July, 1886.

Dear Sir,

Herewith please find copy of a Trade letter on the subject of **CANADIAN TRADE WITH AUSTRALIA** to which I would invite your attention.

Believing that you will sympathize with the object in view, and hoping that you may approve of the steps taken to forward same by the establishment of a **CANADIAN AGENCY**, I would ask your kindly aid in bringing the matter before your readers, so that local manufacturers or dealers who handle goods available for export to Australia may be fully advised of the facilities now offered by the Government for opening a business connection in that market.

My stay in Canada will be prolonged until the end of September, for the purpose of visiting as many of the business centres as may be possible. Correspondence addressed in the meantime to me at the Windsor Hotel here, will be forwarded.

I am, yours truly,

A. Woods,

Agent-General from Canada  
to Australasia.



Export

Beer  
Spirits  
Cotton  
goods  
Linen  
goods  
Silk,  
satin  
Ribbons  
Others  
Others  
other  
Wool  
factories  
coal  
Worsted  
Carpet  
Metal  
the  
Hats  
e  
Bamboo  
Raisins  
Honey  
arsenic  
gall  
Tin  
Cassia  
other  
meat  
Lead-  
man  
Machinery  
steels  
ther  
Others  
Apparatus  
sonar  
Apparatus  
ing  
Haberdashery  
needles  
Leather  
Boots  
Bags  
Cement

TABLE B.

Exports to Australasia of some of the principal articles of British and Irish produce and manufacture from the United Kingdom for the year ending December 31, 1884, and imports to the United Kingdom of goods the produce of Australasia for the same period, all in sterling money.

EXPORTS TO AUSTRALASIA.		IMPORTS FROM AUSTRALASIA.	
	Value.		Value.
Beer and ale .....	£504,207	Wheat .....	£ 3,004,381
Spirits, British and Irish....	389,005	Meat preserved otherwise	
Cotton, manufactured piece		than by salting.....	309,197
goods .....	1,852,510	Mutton, fresh.....	820,263
Linen, manufactured piece		Metals—	
goods .....	454,069	Copper unwrought and part	
Silk, broad stuff, silk and		unwrought .....	551,423
satins .....	49,587	Tin, in blocks, ingots, bars and	
Ribbons .....	36,708	slabs .....	791,194
Other articles of silk only....	24,515	Wool, sheep and lambs.....	19,952,546
Other articles of silk and		Hides, wet.....	160,561
other material.....	52,822	Tallow and sterine.....	890,389
Woolen and worsted manu-		Leather, hides tanned, or in	
factures fabrics or mixed		any way dressed, goat and	
coatings, etc.....	1,081,380	sheep skins.....	591,822
Worsted fabrics, coatings, etc	249,181	Total .....	£27,161,756
Carpets, not being rugs .....	198,077		
Metals and manufactures			
thereof except machinery—			
Hardware and cutlery, un-			
enumerated .....	604,069		
Bar iron, bolt or rod .....	319,005		
Railroad iron and steel....	749,052		
Hoop, sheets, boiler and			
armor plate, including			
galvanized sheet.....	986,064		
Tin plates and sheets.....	105,340		
Cast and wrought and all			
other manufactures unenu-			
merated, except ordinance	1,059,909		
Lead—pig, sheet, piping and			
manufactured .....	62,916		
Machinery and mill work,			
steam engines and parts			
thereof.....	538,764		
Other descriptions .....	846,042		
Apparel and articles of per-			
sonal use .....			
Apparel & ready-made cloth-			
ing .....	1,896,050		
Haberdashery, millinery and			
needle work .....	604,952		
Leather—			
Boots and Shoes .....	713,345		
Bags and sacks for packing	38,323		
Cement .....	182,188		
Carried forward.....	£13,599,804	Carried forward.....	£27,161,756

TABLE B.—Continued.

EXPORTS FROM AUSTRALASIA.		IMPORTS FROM AUSTRALASIA.	
	Value.		Value.
Brought forward.....	£13,599,864	Brought forward.....	£27,161,756
Earthenware, chinaware, porcelain and porcelain .....	298,205		
Oil—Seed oil.....	108,182		
Paper—Writing, printing and enveloped .....	546,813		
Paper—All other .....	102,046		
Saddlery and harness .....	129,468		
Stationery other than paper..	201,305		
Other articles, about.....	9,230,478		
The total being .....	£24,216,452	Total.....	£27,161,756

TABLE C.

Statement of goods showing the produce of Canada exported to Australasia during year ending June 30, 1895, and the produce of Australasia imported by Canada for same period.

EXPORTS TO AUSTRALASIA.		IMPORTS FROM AUSTRALASIA.	
	Value.		Value.
Coal.....	\$ 110	Settlers' effects.....	\$ 802
Stone .....	120	Jewelry of gold .....	842
Salmon—		Prepared meats.....	960
Canned .....	57,571	Tin in blocks, pigs and bars	1,196
Pickled .....	23,622	Articles for use of Dominion	
Logs, spruce.....	40	Government .....	5
Deals—			
Pine .....	5,231		
Spruce.....	8,449		
Ends .....	135		
Laths .....	15,915		
Planks .....	155,036		
Scantling.....	433		
All other lumber.....	1,532		
Masts and spars.....	140		
Agricultural implements....	256		
Books .....	84,591		
Machinery .....	32,063		
Sewing machines.....	31		
Hardware .....	379		
Boots and shoes.....	50		
Organs.....	8,350		
Pianos .....	250		
Ships .....	31,000		
Doors and sashes.....	1,300		
Other manufactures of lumber	100		
Other articles.....	7,023		
Total .....	\$433,717	Total .....	\$3,825

TABLE D.

Statement showing goods exported to and imported from each of the Australasian Colonies in 1882 by the United Kingdom, the United States and Canada, the first named in sterling, and the others in dollars.

## NEW SOUTH WALES.

EXPORTS TO		IMPORTS FROM	
	Value.		Value.
By United Kingdom.....	£11,155,917	By United Kingdom.....	£7,309,691
" United States.....	\$886,171	" United States.....	\$678,593

## VICTORIA.

EXPORTS TO		IMPORTS FROM	
	Value.		Value.
By United Kingdom.....	£8,990,420	By United Kingdom.....	£7,763,065
" Canada.....	\$ 38,052	" United States.....	\$38,744
" United States.....	\$80,863		

## SOUTH AUSTRALIA.

EXPORTS TO		IMPORTS FROM	
	Value.		Value.
By United Kingdom.....	£3,466,484	By United Kingdom.....	£3,000,886
" United States.....	\$219,161		

## WESTERN AUSTRALIA.

EXPORTS TO		IMPORTS FROM	
	Value.		Value.
By United Kingdom.....	£175,058	By United Kingdom.....	£333,388

## TASMANIA.

EXPORTS TO		IMPORTS FROM	
	Value.		Value.
By United Kingdom.....	£379,047	By United Kingdom.....	£396,103

IA.

Value.  
161,756

7,161,756

during year  
for same

SIA.

Value.  
802  
842  
960  
1,196

5

\$3,825



TABLE D.—Continued.

NEW ZEALAND.			
EXPORTS TO		IMPORTS FROM	
	Value.		Value.
By United Kingdom.....	£5,553,324	By United Kingdom.....	£4,709,393
" United States.....	\$463,493	" United States.....	\$434,684
QUEENSLAND.			
EXPORTS TO		IMPORTS FROM	
	Value.		Value.
By United Kingdom.....	£2,053,370	By United Kingdom.....	£1,290,579
" United States.....	\$101,880		

TABLE showing mileage of Australasian railways, telegraph lines, extent in each Colony of public lands unalienated, acreage under wheat crop and produce in 1882 (being the latest obtainable.)

Railways in operation in 1882.....	6,071 miles
Telegraph lines in operation in 1882.....	30,767 "

## LANDS UNALIENATED.

New South Wales .....	158,484,233 acres
Victoria.....	43,390,221 "
South Australia .....	568,024,004 "
Western Australia .....	638,311,022 "
Tasmania.....	12,483,965 "
New Zealand .....	50,181,737 "
Queensland .....	422,543,959 "
Total .....	1,893,419,141 acres

## ACREAGE UNDER WHEAT AND PRODUCE IN 1882.

	Acres.	Produce.
New South Wales .....	247,361	4,042,395 bushels
Victoria .....	969,362	8,751,454 "
South Australia .....	1,746,531	7,356,117 "
Western Australia.....	22,718	249,898 "
Tasmania.....	46,721	946,839 "
New Zealand .....	390,818	10,270,591 "
Queensland .....	10,494	145,752 "
Totals .....	3,334,005	31,763,096 bushels

Value.

£4,709,393  
\$434,684

Value.

£1,290,579

ch Colony of  
2 (being the

6,071 miles  
30,767 "

84,233 acres  
90,221 "  
24,004 "  
11,022 "  
33,965 "  
31,737 "  
43,959 "

19,141 acres

ace.  
395 bushels  
454 "  
117 "  
808 "  
839 "  
591 "  
762 "

096 bushels